

THE DIRECTOR OF CENTRAL INTELLIGENCE

WASHINGTON, D.C. 20505

8 December 1981

National Intelligence Council

Mr. Thibaut de Saint Phalle  
Director, International Business & Economics  
The Center for Strategic and International Studies  
Georgetown University  
1800 K Street  
Washington, D.C. 20006

Dear Thibaut:

I would like to follow up on your suggestion that we get together at the Center and continue our discussion of industrial competitiveness. I will be away until just before Christmas. Some time shortly after New Years Day would be convenient for me.

*Henry Rowen*

Henry S. Rowen  
Chairman



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November 17, 1981

**Mr. Henry S. Rowen**  
**Chairman, National Intelligence**  
**Council**  
**Room 7E62**  
**Central Intelligence Agency**  
**Washington, D.C. 20505**

Dear Henry:

At our meeting the other day in McLean you raised some very interesting questions.

You asked me whether the intelligence community should take an interest in the spread of American technology and trade abroad even though no strategic or military considerations might be involved. You then asked me, if my initial response was positive, where the focus of interest should start.

Since it wasn't clear to me just what the subject of our discussion was to be, I naturally wasn't fully prepared to answer these questions but I gave you an unqualified yes on the first and I told you with respect to the second that I thought the current revolution in computers and data processing was where the initial focus should certainly be. You then asked me to give some thought to names of people who might explore these questions with you.

I think it would be interesting for you to come and meet some of our thinkers at the Center and I would be most happy to have you come to lunch with me and talk with several people here. Dave Abshire, Director of the Center, will undoubtedly have some other names but I would certainly like you to meet with Jack Bridges and with Jon Vondracek, Director of Communications at CSIS. Most of all I think you should meet with Bill Ford of IIAT, the soft-ware company I mentioned to you. As I told you, this company is doing

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Henry S. Rowen  
November 17, 1981  
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extraordinary work with microprocessors and computer technology in technical education even for people who can neither read nor write. I am enclosing a brochure of IIAT.

I look forward to hearing from you.

Sincerely,



Thibaut de Saint Phalle  
Director, International  
Business and Economics

Encl.